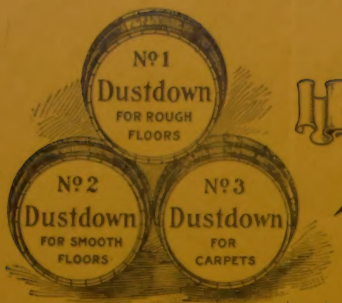
Fitch Dustdown Co.

December 3, 1912

B. E. MARSHALL

TELEPHONE 2772 GRAMERCY



"DUSTDOWN"

TRADE MARK

A DRY CLEANER

Fitch Dustdown Co.

A POWDER

Sole Manf'rs

A Sweeping Compound

KILLS THE DUST AND GERMS. JUST WHAT YOU WANT. IT DRY CLEANS YOUR FLOORS, TILES, MARBLES AND LINOLEUMS, BRIGHTENS UP YOUR CARPETS AND RUGS, AND NO DUST IN SWEEPING. WE ARE ALSO MANUFACTURERS OF FITCH'S MULE TAIL X-RAY FLOOR BRUSHES

PATENTED
Nov. 7, 1905, Aug. 7, 1906, Oct. 10, 1906.

New York, Dec. 3 191 2.

156 E. 23RD STREET

Am. Numismatic Society,
156th St. West of Broadway,
New York City.

Gentlemen:

The salesman who formerly called on you is no longer with us, and as the expense of selling has become more than the cost of manufacture, we are going to save the customer the expense of salesmen and offer you, if you will send your orders by mail, and pay for same within thirty days, "DUSTDOWN" in 300 pound barrels at 2½¢ per pound; half barrels, 150 pound, 3¢ per pound; kegs, 50 pound, 4¢ per pound;

Remember that Dustdown is still being manufactured up to its original high standard and is guaranteed not to dry out or to deteriorate with age.

Should you be looking for something cheap, we manufacture a preparation called Dustlayer that we will guarantee to be as good as anything on the market outside of Dustdown, but you will not find it as cheap as Dustdown, though we will sell it at ½¢ per pound less.

It is packed in the same barrel and under the same pressure as Dustdown, but a barrel of Dustlayer weighs 340 pound where Dustdown only weighs 300 pound.

If packed under the same pressure, our barrel will hold 380 pound of many other preparations, so that you can see that they can sell at a much less price per pound, and still get the same amount or even more for the samequantity.

Trusting this proposition will appeal to you and that we may be favored with your orders, we remain

Yours very truly,

FITCH DUSTDOWN CO.

B. E. Marshall